

# FY2023 Consolidated Financial Results (Japanese Accounting Standards)



May 9, 2024

Company name : Nissan Motor Co., Ltd.

<Tokyo Stock Exchange in Japan>

Code no : 7201

(URL <https://www.nissan-global.com/EN/IR/>)

Representative : Makoto Uchida, Representative Executive Officer, President and Chief Executive Officer

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Scheduled date of the general meeting of shareholders : Jun 25, 2024

Scheduled date of payment of cash dividends : Jun 26, 2024

Scheduled date of filing Yukashoken-Houkokusho : To be determined

The additional materials of the Financial Results for FY2023 : Yes

The briefing session of the Financial Results for FY2023 : Yes

(Amounts less than one million yen are rounded)

## 1. Consolidated Financial Results for FY2023 (April 1, 2023 through March 31, 2024)

<1> Consolidated operating results

(Percent indications show percentage of changes from corresponding figures for the previous period.)

|        | Net sales       |      | Operating income |      | Ordinary income |      | Net income attributable to owners of parent |      |
|--------|-----------------|------|------------------|------|-----------------|------|---|------|
|        | Millions of yen | %    | Millions of yen  | %    | Millions of yen | %    | Millions of yen                             | %    |
| FY2023 | 12,685,716      | 19.7 | 568,718          | 50.8 | 702,161         | 36.2 | 426,649                                     | 92.3 |
| FY2022 | 10,596,695      | 25.8 | 377,109          | 52.5 | 515,443         | 68.4 | 221,900                                     | 3.0  |

Note: Comprehensive income : 1,042,224 million yen for FY2023, 71.7% : 606,837 million yen for FY2022, (12.0)%

|        | Basic earnings per share | Diluted earnings per share | Rate of return on equity | Ordinary income as a percentage of total assets | Operating income as a percentage of net sales |
|--------|--------------------------|----------------------------|--------------------------|---|---|
|        | yen                      | yen                        | %                        | %   | %   |
| FY2023 | 110.47                   | 110.47                     | 7.7                      | 3.7   | 4.5   |
| FY2022 | 56.67                    | 56.67                      | 4.6                      | 3.0   | 3.6   |

Reference: Equity in earnings of affiliates : 113,487 million yen for FY2023, 171,275 million yen for FY2022

<2> Consolidated financial position

|        | Total assets    | Net assets      | Net assets as a percentage of total assets | Net assets per share |
|--------|-----------------|-----------------|--|----------------------|
|        | Millions of yen | Millions of yen | %  | yen                  |
| FY2023 | 19,855,151      | 6,470,543       | 30.1                                       | 1,599.28             |
| FY2022 | 17,598,581      | 5,615,140       | 29.2                                       | 1,310.74             |

Reference: Net assets excluding share subscription rights and non-controlling interests: 5,981,647 million yen as of March 31, 2024, 5,134,649 million yen as of March 31, 2023

<3> Consolidated cash flows

|        | Cash flows from operating activities | Cash flows from investing activities | Cash flows from financing activities | Cash and cash equivalents at the end of period |
|--------|--------------------------------------|--------------------------------------|--------------------------------------|--|
|        | Millions of yen                      | Millions of yen                      | Millions of yen                      | Millions of yen                                |
| FY2023 | 960,899                              | (812,664)                            | (131,551)                            | 2,126,206                                      |
| FY2022 | 1,221,051                            | (447,041)                            | (670,607)                            | 2,014,387                                      |

## 2. Dividends

|                 | Annual cash dividends per share |                    |                    |                    |       | Total cash dividends (Annual) | Payout ratio (Consolidated) | Cash dividends as a percentage of net assets (Consolidated) |
|-----------------|---------------------------------|--------------------|--------------------|--------------------|-------|-------------------------------|-----------------------------|---|
|                 | at 1st quarter end              | at 2nd quarter end | at 3rd quarter end | at fiscal year end | Total |                               |                             |   |
|                 | yen                             | yen                | yen                | yen                | yen   | Millions of yen               | %                           | %   |
| FY2022          | —                               | 0.00               | —                  | 10.00              | 10.00 | 39,174                        | 17.6                        | 0.8   |
| FY2023          | —                               | 5.00               | —                  | 15.00              | 20.00 | 75,689                        | 18.1                        | 1.4   |
| FY2024 forecast | —                               | —                  | —                  | —                  | 25.00 |                               | 24.6                        |   |

Note: For FY2024 forecast, allocation of cash dividends per share between 2nd quarter end and fiscal year end has not yet been determined.

## 3. Forecast of consolidated operating results for FY2024 (April 1, 2024 through March 31, 2025)

(Percent indications show percentage of changes from corresponding figures for the previous period.)

|        | Net sales       |     | Operating income |     | Net income attributable to owners of parent |        | Net income per share |
|--------|-----------------|-----|------------------|-----|---|--------|----------------------|
|        | Millions of yen | %   | Millions of yen  | %   | Millions of yen                             | %      | yen                  |
| FY2024 | 13,600,000      | 7.2 | 600,000          | 5.5 | 380,000                                     | (10.9) | 101.60               |

Note: Forecast of consolidated operating results for FY2024 1st half is not prepared.

**※ Notes**

<1> Significant changes in scope of consolidated subsidiaries: None

In : - ( Company Name : ) Out : - ( Company Name : )

<2> Changes in accounting policies, accounting estimation change and restatement

<2>-1 Changes in accounting policies due to the revision of the accounting standards: None

<2>-2 Changes in accounting policies except for those in <2>-1: None

<2>-3 Changes due to accounting estimation change: None

<2>-4 Restatement: None

<3> Number of shares issued (common stock)

<3>-1 Number of shares issued at the fiscal year end (including treasury stocks)

<3>-2 Number of treasury stocks at the fiscal year end

<3>-3 The average number of shares issued during the fiscal year

|        |                      |        |                      |
|--------|----------------------|--------|----------------------|
| FY2023 | 4,009,715,112 shares | FY2022 | 4,220,715,112 shares |
| FY2023 | 269,511,941 shares   | FY2022 | 303,358,832 shares   |
| FY2023 | 3,862,122,424 shares | FY2022 | 3,915,382,156 shares |

**(Reference) Non-Consolidated Financial Results****Results of FY2023 (April 1, 2023 through March 31, 2024)**

Results of non-consolidated operations for the year ended March 31, 2024

(Percent indications show percentage of changes from corresponding figures for the previous period.)

|        | Net sales       |      | Operating income |   | Ordinary income |      | Net income      |      |
|--------|-----------------|------|------------------|---|-----------------|------|-----------------|------|
|        | Millions of yen | %    | Millions of yen  | % | Millions of yen | %    | Millions of yen | %    |
| FY2023 | 4,187,227       | 29.2 | (11,843)         | — | 382,385         | 17.9 | 417,843         | 55.7 |
| FY2022 | 3,240,618       | 34.5 | (238,220)        | — | 324,336         | —    | 268,296         | —    |

|        | Net income per share - basic |
|--------|------------------------------|
| FY2023 | 101.11 <sup>yen</sup>        |
| FY2022 | 63.96                        |

**※ This Financial Results report is out of scope of Financial Audit by certified public accountants or an audit firm**

**※ Explanation regarding the appropriate use of forecasts of business results**

The financial forecast is based on judgments and estimates that have been made on the basis of currently available information.

By nature, such financial forecast is subject to uncertainty and risk. Therefore, you are advised that the final results might be significantly different from the aforementioned forecast due to changes in economic environments related to our business, market trends and exchange rate, etc.

For other remarks, please refer to "Other Information" on page 21.

## 【Table of content of material】

|   |    |
|---|----|
| 1. Business Performance and Financial Position .....  | 2  |
| (1) Fiscal year 2023 business performance .....   | 2  |
| (2) Fiscal year 2023 financial position .....   | 3  |
| (3) Fiscal year 2023 cash flows .....   | 3  |
| (4) Fiscal year 2024 financial forecast .....   | 4  |
| 2. Basic Rationale on Selection of Accounting Standards .....   | 4  |
| 3. Consolidated Financial Statements .....  | 5  |
| (1) Consolidated balance sheet .....  | 5  |
| (2) Consolidated statement of income and consolidated statement of comprehensive income .....                       | 7  |
| Consolidated statement of income .....  | 7  |
| Consolidated statement of comprehensive income .....  | 9  |
| (3) Consolidated statement of changes in net assets .....   | 10 |
| (4) Consolidated statement of cash flows .....  | 12 |
| (5) Notes to consolidated financial statements .....  | 14 |
| Notes to events and conditions which indicate there could be substantial doubt about going concern assumption ..... | 14 |
| Basis of consolidated financial statements .....  | 14 |
| Additional information .....  | 14 |
| Segments of an enterprise and related information .....   | 15 |
| Amounts per share .....   | 19 |
| Significant subsequent events .....   | 20 |
| 4. Other Information .....  | 21 |

## 1. Business Performance and Financial Position

### (1) Fiscal year 2023 business performance

In fiscal year 2023, the global industry volume increased by 8.6% from the prior fiscal year to 84.54 million units. The Nissan Group (the "Group")'s global retail sales volume increased by 4.1% from the prior fiscal year to 3,442 thousand units. While retail sales volume in regions excluding China, such as Japan, North America, and Europe, increased by 17.2% from the prior fiscal year, retail sales volume in the China market declined. The Group's market share decreased by 0.1 percentage points from the prior fiscal year to 4.1%.

In Japan, the total industry volume ("TIV") increased by 3.2% to 4.53 million units. The Group's retail sales volume increased by 6.5% to 484 thousand units, and the Group's market share increased by 0.3 percentage points from the prior fiscal year to 10.7%.

In China, TIV increased by 6.0% to 24.75 million units. The Group's retail sales volume decreased by 24.1% to 794 thousand units, and the Group's market share decreased by 1.3 percentage points from the prior fiscal year to 3.2%.

In North America, which includes Mexico and Canada, TIV increased by 13.1% to 18.80 million units. The Group's retail sales volume increased by 23.3% to 1,262 thousand units.

In the United States of America, TIV increased by 12.4% to 15.68 million units. The Group's retail sales volume increased by 19.8% to 916 thousand units, and the Group's market share increased by 0.3 percentage points from the prior fiscal year to 5.8%.

In Europe, which includes Russia, TIV increased by 12.3% to 16.35 million units. The Group's retail sales volume increased by 17.2% to 361 thousand units, and the Group's market share increased by 0.1 percentage points from the prior fiscal year to 2.2%.

In other markets, the Group's retail sales volume increased by 14.2% to 541 thousand units. Retail sales volume in Asia and Oceania increased by 7.1% to 167 thousand units, retail sales volume in Latin America increased by 23.9% to 167 thousand units, retail sales volume in Middle East increased by 26.8% to 152 thousand units, and retail sales volume in Africa decreased by 13.1% to 55 thousand units.

Net sales in fiscal year 2023 increased by ¥2,089.0 billion (19.7%) from the prior fiscal year to ¥12,685.7 billion. Operating income totaled ¥568.7 billion, increasing by ¥191.6 billion (50.8%) from the prior fiscal year. This was mainly attributable to an increase in sales volume, improved net sales per unit, and disciplined management of fixed costs.

Net non-operating income totaled ¥133.4 billion, decreasing by ¥4.9 billion from the prior fiscal year. This was mainly due to a decrease in equity in earnings of affiliates. Ordinary income totaled ¥702.2 billion, increasing by ¥186.7 billion (36.2%) from the prior fiscal year. Net special losses totaled ¥102.9 billion, improving by ¥10.1 billion from the prior fiscal year. Income before income taxes totaled ¥599.2 billion, increasing by ¥196.8 billion (48.9%) from the prior fiscal year. Net income attributable to owners of parent totaled ¥426.6 billion, increasing by ¥204.7 billion (92.3%) from the prior fiscal year.

For fiscal year 2023, free cash flows in the automobile business were positive ¥323.0 billion. The Group continues to maintain healthy levels of cash in the automotive business and ended the period with an automotive net cash position of ¥1,546.0 billion.

## (2) Fiscal year 2023 financial position

### ■ Assets

Current assets have increased by 13.3% to ¥12,883.6 billion compared to March 31, 2023. This was mainly attributable to increases in sales finance receivables of ¥937.6 billion and merchandise and finished goods of ¥337.3 billion.

Fixed assets have increased by 11.9% to ¥6,967.0 billion compared to March 31, 2023. This was mainly attributable to increases in machinery, equipment and vehicles of ¥320.1 billion and investment securities of ¥202.2 billion.

As a result, total assets have increased by 12.8% to ¥19,855.2 billion compared to March 31, 2023.

### ■ Liabilities

Current liabilities have increased by 2.3% to ¥6,926.9 billion compared to March 31, 2023. This was mainly due to an increase in trade notes and accounts payable of ¥317.1 billion.

Long-term liabilities have increased by 23.8% to ¥6,457.7 billion compared to March 31, 2023. This was mainly due to an increase in long-term borrowings of ¥908.4 billion.

As a result, total liabilities have increased by 11.7% to ¥13,384.6 billion compared to March 31, 2023.

### ■ Net Assets

Net assets have increased by 15.2% to ¥6,470.5 billion compared to ¥5,615.1 billion as of March 31, 2023. This was mainly attributable to increases in translation adjustments of ¥534.6 billion and retained earnings of ¥237.6 billion.

## (3) Fiscal year 2023 cash flows

Cash and cash equivalents at the end of the current fiscal year increased by ¥111.8 billion (5.6%) from the end of the prior fiscal year to ¥2,126.2 billion. This reflected ¥960.9 billion in net cash provided by operating activities, ¥812.7 billion in net cash used in investing activities and ¥131.6 billion in net cash used in financing activities, as well as an increase of ¥95.1 billion in the effects of foreign exchange rate movements on cash and cash equivalents.

The reasons for the increases or decreases for each cash flow activity, when compared with the prior fiscal year, are as follows:

### ■ Operating Activities

Net cash provided by operating activities decreased by ¥260.2 billion to ¥960.9 billion in the current fiscal year from ¥1,221.1 billion provided in the prior fiscal year. This was mainly due to an increase in sales finance receivables from business growth, partially offset by improved profit in the automobile business.

### ■ Investing Activities

Net cash used in investing activities increased by ¥365.6 billion to ¥812.7 billion in the current fiscal year from ¥447.0 billion used in the prior fiscal year. This was mainly due to an increase of leased vehicles in the sales finance business.

### ■ Financing Activities

Net cash used in financing activities decreased by ¥539.1 billion to ¥131.6 billion in the current fiscal year from ¥670.6 billion used in the prior fiscal year. This was mainly due to an increase in funding in the sales finance business.

#### **(4) Fiscal year 2024 financial forecast**

For fiscal year 2024, Nissan anticipates global retail sales volume to increase by 7.5% to 3.7 million units.

The foreign exchange rate assumptions for fiscal year 2024 are ¥145.0 to the dollar and ¥157.0 to the euro. We forecast net revenues to increase by 7.2% to ¥13.6 trillion, operating income to increase by 5.5% to ¥600.0 billion, and net income attributable to owners of parent to decrease by 10.9% to ¥380.0 billion from the prior fiscal year.

Looking at the year-over-year change in consolidated operating income, we anticipate:

- A positive foreign exchange movement of ¥70.0 billion;
- A positive change in raw material prices of ¥30.0 billion;
- A positive impact from improved sales performance of ¥20.0 billion;
- A positive impact from lower *monozukuri* costs of ¥80.0 billion;
- A negative impact from inflation of ¥100.0 billion;
- A negative impact from other factors of ¥68.7 billion.

Based on our outlook, cash on hand, and the business environment for fiscal year 2024, we forecast an annual dividend of ¥25 or more per share.

## **2. Basic Rationale on Selection of Accounting Standards**

We are currently in the process of studying the adoption of International Financial Reporting Standards (IFRS) for the purpose of disclosure of financial information.

### 3. Consolidated Financial Statements

#### (1) Consolidated balance sheet

|  | (in millions of yen)   |                        |
|--|------------------------|------------------------|
|  | FY2022                 | FY2023                 |
|  | (As of March 31, 2023) | (As of March 31, 2024) |
| <b>Assets</b>  |                        |                        |
| Current assets   |                        |                        |
| Cash on hand and in banks                                | 1,798,475              | 1,896,401              |
| Trade notes and accounts receivable, and contract assets | 585,639                | 635,329                |
| Sales finance receivables                                | 6,480,605              | 7,418,200              |
| Securities   | 215,912                | 235,745                |
| Merchandise and finished goods                           | 941,687                | 1,279,001              |
| Work in process  | 90,314                 | 100,166                |
| Raw materials and supplies                               | 671,175                | 676,438                |
| Other  | 730,629                | 796,505                |
| Allowance for doubtful accounts                          | (146,225)              | (154,185)              |
| Total current assets                                     | 11,368,211             | 12,883,600             |
| Fixed assets   |                        |                        |
| Property, plant and equipment                            |                        |                        |
| Buildings and structures, net                            | 625,495                | 654,425                |
| Machinery, equipment and vehicles, net                   | 2,619,773              | 2,939,857              |
| Land   | 580,651                | 583,792                |
| Construction in progress                                 | 157,648                | 247,191                |
| Other, net   | 385,714                | 338,245                |
| Total property, plant and equipment                      | 4,369,281              | 4,763,510              |
| Intangible fixed assets                                  | 172,477                | 186,469                |
| Investments and other assets                             |                        |                        |
| Investment securities                                    | 1,176,832              | 1,379,078              |
| Long-term loans receivable                               | 12,680                 | 12,229                 |
| Net defined benefit assets                               | 56,106                 | 145,819                |
| Deferred tax assets                                      | 192,191                | 188,411                |
| Other  | 252,368                | 298,897                |
| Allowance for doubtful accounts                          | (7,314)                | (7,425)                |
| Total investments and other assets                       | 1,682,863              | 2,017,009              |
| Total fixed assets                                       | 6,224,621              | 6,966,988              |
| Deferred assets  |                        |                        |
| Bond issuance costs                                      | 5,749                  | 4,563                  |
| Total deferred assets                                    | 5,749                  | 4,563                  |
| Total assets   | 17,598,581             | 19,855,151             |

|   | (in millions of yen)   |                        |
|---|------------------------|------------------------|
|   | FY2022                 | FY2023                 |
|   | (As of March 31, 2023) | (As of March 31, 2024) |
| <b>Liabilities</b>  |                        |                        |
| Current liabilities   |                        |                        |
| Trade notes and accounts payable  | 1,912,151              | 2,229,210              |
| Short-term borrowings   | 1,101,978              | 837,266                |
| Current portion of long-term borrowings   | 1,085,256              | 1,221,739              |
| Commercial papers   | 88,000                 | 103,262                |
| Current portion of bonds  | 556,367                | 239,032                |
| Lease obligations   | 50,061                 | 46,784                 |
| Accrued expenses  | 979,369                | 1,119,093              |
| Accrued warranty costs  | 99,425                 | 112,678                |
| Other   | 896,719                | 1,017,875              |
| Total current liabilities   | 6,769,326              | 6,926,939              |
| Long-term liabilities   |                        |                        |
| Bonds   | 2,058,096              | 2,351,216              |
| Long-term borrowings  | 2,013,251              | 2,921,628              |
| Lease obligations   | 86,054                 | 90,466                 |
| Deferred tax liabilities  | 299,256                | 266,541                |
| Accrued warranty costs  | 115,544                | 144,621                |
| Net defined benefit liability   | 184,851                | 154,439                |
| Other   | 457,063                | 528,758                |
| Total long-term liabilities   | 5,214,115              | 6,457,669              |
| Total liabilities   | 11,983,441             | 13,384,608             |
| <b>Net assets</b>   |                        |                        |
| Shareholders' equity  |                        |                        |
| Common stock  | 605,814                | 605,814                |
| Capital surplus   | 811,209                | 826,151                |
| Retained earnings   | 4,047,870              | 4,285,508              |
| Treasury stock  | (136,172)              | (111,377)              |
| Total shareholders' equity  | 5,328,721              | 5,606,096              |
| Accumulated other comprehensive income  |                        |                        |
| Unrealized holding gain and loss on securities  | 2,893                  | 3,500                  |
| Unrealized gain and loss from hedging instruments   | (3,346)                | 13,159                 |
| Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting | (51,079)               | (103,135)              |
| Translation adjustments   | (111,694)              | 422,883                |
| Remeasurements of defined benefit plans   | (30,846)               | 39,144                 |
| Total accumulated other comprehensive income  | (194,072)              | 375,551                |
| Share subscription rights   | 273                    | 304                    |
| Non-controlling interests   | 480,218                | 488,592                |
| Total net assets  | 5,615,140              | 6,470,543              |
| Total liabilities and net assets  | 17,598,581             | 19,855,151             |

## (2) Consolidated statement of income and consolidated statement of comprehensive income

### Consolidated statement of income

|  | (in millions of yen)                      |   |
|--|---|---|
|  | FY2022                                    | FY2023                                    |
|  | (From April 1, 2022<br>To March 31, 2023) | (From April 1, 2023<br>To March 31, 2024) |
| Net sales  | 10,596,695                                | 12,685,716                                |
| Cost of sales                                      | 8,882,846                                 | 10,618,802                                |
| <b>Gross profit</b>                                | <b>1,713,849</b>                          | <b>2,066,914</b>                          |
| Selling, general and administrative expenses       |   |   |
| Advertising expenses                               | 283,505                                   | 321,758                                   |
| Service costs                                      | 94,364                                    | 69,052                                    |
| Provision for warranty costs                       | 119,269                                   | 146,538                                   |
| Other selling expenses                             | 92,602                                    | 156,258                                   |
| Salaries and wages                                 | 436,403                                   | 470,606                                   |
| Retirement benefit expenses                        | 12,247                                    | 27,935                                    |
| Supplies   | 1,955                                     | 2,046                                     |
| Depreciation and amortization                      | 58,348                                    | 63,013                                    |
| Provision for doubtful accounts                    | 6,023                                     | 44,269                                    |
| Amortization of goodwill                           | 1,320                                     | 1,242                                     |
| Other  | 230,704                                   | 195,479                                   |
| Total selling, general and administrative expenses | 1,336,740                                 | 1,498,196                                 |
| <b>Operating income</b>                            | <b>377,109</b>                            | <b>568,718</b>                            |
| Non-operating income                               |   |   |
| Interest income                                    | 39,276                                    | 63,516                                    |
| Dividends income                                   | 83  | 186                                       |
| Equity in earnings of affiliates                   | 171,275                                   | 113,487                                   |
| Derivative gain                                    | 43,392                                    | 44,407                                    |
| Gain on net monetary position                      | 4,159                                     | 79,916                                    |
| Miscellaneous income                               | 22,405                                    | 18,429                                    |
| <b>Total non-operating income</b>                  | <b>280,590</b>                            | <b>319,941</b>                            |
| Non-operating expenses                             |   |   |
| Interest expense                                   | 63,045                                    | 78,032                                    |
| Exchange loss                                      | 51,948                                    | 69,165                                    |
| Miscellaneous expenses                             | 27,263                                    | 39,301                                    |
| <b>Total non-operating expenses</b>                | <b>142,256</b>                            | <b>186,498</b>                            |
| <b>Ordinary income</b>                             | <b>515,443</b>                            | <b>702,161</b>                            |

(in millions of yen)

|  | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) |
|--|---|---|
| <b>Special gains</b>                                 |   |   |
| Gain on sales of fixed assets                        | 22,992  | 16,880  |
| Compensation income                                  | —   | 9,207   |
| Other  | 15,873  | 1,338   |
| <b>Total special gains</b>                           | <b>38,865</b>                                       | <b>27,425</b>                                       |
| <b>Special losses</b>                                |   |   |
| Loss on sales of fixed assets                        | 5,793   | 5,342   |
| Loss on disposal of fixed assets                     | 15,115  | 15,402  |
| Impairment loss                                      | 8,615   | 58,972  |
| Loss related to litigation                           | —   | 40,968  |
| Other  | 122,349   | 9,677   |
| <b>Total special losses</b>                          | <b>151,872</b>                                      | <b>130,361</b>                                      |
| <b>Income before income taxes</b>                    | <b>402,436</b>                                      | <b>599,225</b>                                      |
| Income taxes-current                                 | 196,619   | 233,587   |
| Income taxes-deferred                                | (35,382)  | (83,914)  |
| <b>Total income taxes</b>                            | <b>161,237</b>                                      | <b>149,673</b>                                      |
| <b>Net income</b>                                    | <b>241,199</b>                                      | <b>449,552</b>                                      |
| Net income attributable to non-controlling interests | 19,299  | 22,903  |
| <b>Net income attributable to owners of parent</b>   | <b>221,900</b>                                      | <b>426,649</b>                                      |

Consolidated statement of comprehensive income

|   | (in millions of yen)                                |   |
|---|---|---|
|   | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) |
| Net income  | 241,199   | 449,552   |
| Other comprehensive income  |   |   |
| Unrealized holding gain and loss on securities  | 140   | (701)   |
| Unrealized gain and loss from hedging instruments   | (26,000)  | 24,436  |
| Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting | (1,479)   | (46,890)  |
| Translation adjustments   | 300,206   | 459,520   |
| Remeasurements of defined benefit plans   | (24,539)  | 69,445  |
| The amount related to equity method companies   | 117,310   | 86,862  |
| Total other comprehensive income  | 365,638   | 592,672   |
| Comprehensive income  | 606,837   | 1,042,224   |
| (Breakdown of comprehensive income)   |   |   |
| Comprehensive income attributable to owners of parent   | 574,799   | 996,272   |
| Comprehensive income attributable to non-controlling interests  | 32,038  | 45,952  |

**(3) Consolidated statement of changes in net assets**

FY 2022 (From April 1, 2022 To March 31, 2023)

(in millions of yen)

|  | Shareholders' equity |                 |                   |                |                            | Accumulated other comprehensive income         |   |
|--|----------------------|-----------------|-------------------|----------------|----------------------------|--|---|
|  | Common stock         | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity | Unrealized holding gain and loss on securities | Unrealized gain and loss from hedging instruments |
| Balance at the beginning of current period                     | 605,814              | 816,472         | 3,843,479         | (138,061)      | 5,127,704                  | 3,428  | 17,230  |
| Effects of hyperinflation                                      |                      |                 |                   |                |                            |  |   |
| Restated balance   | 605,814              | 816,472         | 3,843,479         | (138,061)      | 5,127,704                  | 3,428  | 17,230  |
| Changes of items during the period                             |                      |                 |                   |                |                            |  |   |
| Cash dividends paid  |                      |                 | (19,573)          |                | (19,573)                   |  |   |
| Net income attributable to owners of parent                    |                      |                 | 221,900           |                | 221,900                    |  |   |
| Purchase of treasury stock                                     |                      |                 |                   | (344)          | (344)                      |  |   |
| Disposal of treasury stock                                     |                      |                 | (990)             | 2,233          | 1,243                      |  |   |
| Changes in the scope of consolidation                          |                      |                 | (5,806)           |                | (5,806)                    |  |   |
| Changes in the scope of equity method                          |                      |                 | 8,860             |                | 8,860                      |  |   |
| Changes in interests by purchase of subsidiaries' shares       |                      | (3)             |                   |                | (3)                        |  |   |
| Changes in interests by capital injection of subsidiaries      |                      | (5,247)         |                   |                | (5,247)                    |  |   |
| Changes in affiliated companies' interests in its subsidiaries |                      | (13)            |                   |                | (13)                       |  |   |
| Net changes of items other than those in shareholders' equity  |                      |                 |                   |                |                            | (535)  | (20,576)  |
| Total changes of items during the period                       |                      | (5,263)         | 204,391           | 1,889          | 201,017                    | (535)  | (20,576)  |
| Balance at the end of current period                           | 605,814              | 811,209         | 4,047,870         | (136,172)      | 5,328,721                  | 2,893  | (3,346)   |

|  | Accumulated other comprehensive income  |                         |   |  | Share subscription rights | Non-controlling interests | Total net assets |
|--|---|-------------------------|---|--|---------------------------|---------------------------|------------------|
|  | Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting | Translation adjustments | Remeasurements of defined benefit plans | Total accumulated other comprehensive income |                           |                           |                  |
| Balance at the beginning of current period                     | (38,109)  | (512,770)               | (16,882)                                | (547,103)                                    | —                         | 448,983                   | 5,029,584        |
| Effects of hyperinflation                                      | (13,090)  | 13,222                  |   | 132  |                           |                           | 132              |
| Restated balance   | (51,199)  | (499,548)               | (16,882)                                | (546,971)                                    | —                         | 448,983                   | 5,029,716        |
| Changes of items during the period                             |   |                         |   |  |                           |                           |                  |
| Cash dividends paid  |   |                         |   |  |                           |                           | (19,573)         |
| Net income attributable to owners of parent                    |   |                         |   |  |                           |                           | 221,900          |
| Purchase of treasury stock                                     |   |                         |   |  |                           |                           | (344)            |
| Disposal of treasury stock                                     |   |                         |   |  |                           |                           | 1,243            |
| Changes in the scope of consolidation                          |   |                         |   |  |                           |                           | (5,806)          |
| Changes in the scope of equity method                          |   |                         |   |  |                           |                           | 8,860            |
| Changes in interests by purchase of subsidiaries' shares       |   |                         |   |  |                           |                           | (3)              |
| Changes in interests by capital injection of subsidiaries      |   |                         |   |  |                           |                           | (5,247)          |
| Changes in affiliated companies' interests in its subsidiaries |   |                         |   |  |                           |                           | (13)             |
| Net changes of items other than those in shareholders' equity  | 120   | 387,854                 | (13,964)                                | 352,899                                      | 273                       | 31,235                    | 384,407          |
| Total changes of items during the period                       | 120   | 387,854                 | (13,964)                                | 352,899                                      | 273                       | 31,235                    | 585,424          |
| Balance at the end of current period                           | (51,079)  | (111,694)               | (30,846)                                | (194,072)                                    | 273                       | 480,218                   | 5,615,140        |

FY 2023 (From April 1, 2023 To March 31, 2024)

(in millions of yen)

|  | Shareholders' equity |                 |                   |                |                            | Accumulated other comprehensive income         |   |
|--|----------------------|-----------------|-------------------|----------------|----------------------------|--|---|
|  | Common stock         | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity | Unrealized holding gain and loss on securities | Unrealized gain and loss from hedging instruments |
| Balance at the beginning of current period                     | 605,814              | 811,209         | 4,047,870         | (136,172)      | 5,328,721                  | 2,893  | (3,346)   |
| Changes of items during the period                             |                      |                 |                   |                |                            |  |   |
| Cash dividends paid  |                      |                 | (58,760)          |                | (58,760)                   |  |   |
| Net income attributable to owners of parent                    |                      |                 | 426,649           |                | 426,649                    |  |   |
| Purchase of treasury stock                                     |                      |                 |                   | (121,294)      | (121,294)                  |  |   |
| Disposal of treasury stock                                     |                      | (8)             | (1,505)           | 17,343         | 15,830                     |  |   |
| Cancellation of treasury stock                                 |                      |                 | (128,746)         | 128,746        |                            |  |   |
| Changes in interests by sales of subsidiaries' shares          |                      | 10,790          |                   |                | 10,790                     |  |   |
| Changes in affiliated companies' interests in its subsidiaries |                      | 4,160           |                   |                | 4,160                      |  |   |
| Net changes of items other than those in shareholders' equity  |                      |                 |                   |                |                            | 607  | 16,505  |
| Total changes of items during the period                       |                      | 14,942          | 237,638           | 24,795         | 277,375                    | 607  | 16,505  |
| Balance at the end of current period                           | 605,814              | 826,151         | 4,285,508         | (111,377)      | 5,606,096                  | 3,500  | 13,159  |

|  | Accumulated other comprehensive income  |                         |   |  | Share subscription rights | Non-controlling interests | Total net assets |
|--|---|-------------------------|---|--|---------------------------|---------------------------|------------------|
|  | Adjustment for revaluation of the accounts of the consolidated subsidiaries based on general price level accounting | Translation adjustments | Remeasurements of defined benefit plans | Total accumulated other comprehensive income |                           |                           |                  |
| Balance at the beginning of current period                     | (51,079)  | (111,694)               | (30,846)                                | (194,072)                                    | 273                       | 480,218                   | 5,615,140        |
| Changes of items during the period                             |   |                         |   |  |                           |                           |                  |
| Cash dividends paid  |   |                         |   |  |                           |                           | (58,760)         |
| Net income attributable to owners of parent                    |   |                         |   |  |                           |                           | 426,649          |
| Purchase of treasury stock                                     |   |                         |   |  |                           |                           | (121,294)        |
| Disposal of treasury stock                                     |   |                         |   |  |                           |                           | 15,830           |
| Cancellation of treasury stock                                 |   |                         |   |  |                           |                           | —                |
| Changes in interests by sales of subsidiaries' shares          |   |                         |   |  |                           |                           | 10,790           |
| Changes in affiliated companies' interests in its subsidiaries |   |                         |   |  |                           |                           | 4,160            |
| Net changes of items other than those in shareholders' equity  | (52,056)  | 534,577                 | 69,990                                  | 569,623                                      | 31                        | 8,374                     | 578,028          |
| Total changes of items during the period                       | (52,056)  | 534,577                 | 69,990                                  | 569,623                                      | 31                        | 8,374                     | 855,403          |
| Balance at the end of current period                           | (103,135)   | 422,883                 | 39,144                                  | 375,551                                      | 304                       | 488,592                   | 6,470,543        |

**(4) Consolidated statement of cash flows**

|   | (in millions of yen)                      |   |
|---|---|---|
|   | FY2022                                    | FY2023                                    |
|   | (From April 1, 2022<br>To March 31, 2023) | (From April 1, 2023<br>To March 31, 2024) |
| <b>Cash flows from operating activities</b>   |   |   |
| Income before income taxes  | 402,436                                   | 599,225                                   |
| Depreciation and amortization (for fixed assets excluding leased vehicles)                    | 335,242                                   | 351,684                                   |
| Depreciation and amortization (for long term prepaid expenses)                                | 41,194                                    | 38,957                                    |
| Depreciation and amortization (for leased vehicles)   | 317,304                                   | 287,312                                   |
| Impairment loss   | 8,615                                     | 58,972                                    |
| Increase (decrease) in allowance for doubtful accounts  | 9,905                                     | (6,474)                                   |
| Provision for residual value risk of leased vehicles (net changes)                            | (43,549)                                  | (17,014)                                  |
| Interest and dividends income   | (39,359)                                  | (63,702)                                  |
| Interest expense  | 206,281                                   | 298,338                                   |
| Equity in losses (earnings) of affiliates   | (171,275)                                 | (113,487)                                 |
| Loss (gain) on sales of fixed assets  | (17,199)                                  | (11,538)                                  |
| Loss on disposal of fixed assets  | 15,115                                    | 15,402                                    |
| Loss (gain) on sales of shares of subsidiaries and affiliates                                 | 45,569                                    | —   |
| Decrease (increase) in trade notes and accounts receivable, and contract assets               | (167,742)                                 | (28,903)                                  |
| Decrease (increase) in sales finance receivables  | 221,475                                   | (243,605)                                 |
| Decrease (increase) in inventories  | (196,712)                                 | (112,150)                                 |
| Increase (decrease) in trade notes and accounts payable                                       | 543,424                                   | 280,483                                   |
| Other   | (134,191)                                 | 9,852                                     |
| Subtotal  | 1,376,533                                 | 1,343,352                                 |
| Interest and dividends received   | 32,902                                    | 60,234                                    |
| Proceeds from dividends income from affiliates accounted for by equity method                 | 163,385                                   | 69,492                                    |
| Interest paid   | (198,208)                                 | (285,054)                                 |
| Income taxes paid   | (153,561)                                 | (227,125)                                 |
| Net cash provided by (used in) operating activities   | 1,221,051                                 | 960,899                                   |
| <b>Cash flows from investing activities</b>   |   |   |
| Net decrease (increase) in short-term investments   | 2,209                                     | (2,352)                                   |
| Purchase of fixed assets  | (322,725)                                 | (368,273)                                 |
| Proceeds from sales of fixed assets   | 33,968                                    | 36,797                                    |
| Purchase of leased vehicles   | (810,777)                                 | (1,259,505)                               |
| Proceeds from sales of leased vehicles  | 679,146                                   | 796,697                                   |
| Payments of long-term loans receivable  | (1,533)                                   | (85)                                      |
| Collection of long-term loans receivable  | 3,083                                     | 22,981                                    |
| Purchase of investment securities   | (1,849)                                   | (48,064)                                  |
| Proceeds from sales of investment securities  | 310                                       | 8   |
| Purchase of shares of subsidiaries resulting in changes in the scope of consolidation         | (9,730)                                   | —   |
| Payments for sales of subsidiaries' shares resulting in changes in the scope of consolidation | (30,842)                                  | —   |
| Net decrease (increase) in restricted cash  | (20,256)                                  | (1,199)                                   |
| Proceeds from sales of businesses   | 5,273                                     | 6,912                                     |
| Other   | 26,682                                    | 3,419                                     |
| Net cash provided by (used in) investing activities   | (447,041)                                 | (812,664)                                 |

|  | (in millions of yen)                                |   |
|--|---|---|
|  | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) |
| <b>Cash flows from financing activities</b>  |   |   |
| Net increase (decrease) in short-term borrowings   | (149,413)   | (380,759)   |
| Proceeds from long-term borrowings   | 1,364,681   | 2,102,278   |
| Proceeds from issuance of bonds  | 199,168   | 311,855   |
| Repayments of long-term borrowings   | (1,471,738)   | (1,411,497)   |
| Redemption of bonds  | (526,076)   | (487,489)   |
| Proceeds from non-controlling shareholders   | 1,650   | —   |
| Purchase of treasury stock   | (1)   | (119,968)   |
| Purchase of treasury shares of subsidiaries  | (5,529)   | —   |
| Repayments of lease obligations  | (55,315)  | (53,271)  |
| Cash dividends paid  | (19,573)  | (58,760)  |
| Cash dividends paid to non-controlling interests   | (8,457)   | (58,460)  |
| Payments from changes in ownership interests in subsidiaries<br>that do not result in change in the scope of consolidation | (4)   | —   |
| Proceeds from changes in ownership interests in subsidiaries<br>that do not result in change in the scope of consolidation | —   | 24,520  |
| Net cash provided by (used in) financing activities  | (670,607)   | (131,551)   |
| Effects of exchange rate changes on cash and cash equivalents  | 112,435   | 95,135  |
| Increase (decrease) in cash and cash equivalents   | 215,838   | 111,819   |
| Cash and cash equivalents at the beginning of the period   | 1,792,692   | 2,014,387   |
| Increase due to inclusion in consolidation   | 5,857   | —   |
| Cash and cash equivalents at the end of the period   | 2,014,387   | 2,126,206   |

## (5) Notes to consolidated financial statements

(Notes to events and conditions which indicate there could be substantial doubt about going concern assumption)

None

(Basis of consolidated financial statements)

Number of consolidated subsidiaries and companies accounted for by the equity method

(1) Consolidated subsidiaries: 233 companies (Domestic 95, Overseas 138)

(2) Companies accounted for by the equity method

Affiliates: 39 companies (Domestic 23, Overseas 16)

(3) Change in the scope of consolidation and equity method

Number of companies newly included in the scope of consolidation; 1 company

Number of companies excluded from the scope of consolidation; 7 companies

Number of companies ceased to be accounted for by the equity method; 1 company

The increase in the number of consolidated subsidiaries was mainly due to establishment of a new company.  
The decreases were mainly due to liquidation and merger.

(Additional information)

Litigation for damages related to vehicle distribution agreement dispute

On July 4, 2019, Al Dahana filed a lawsuit against the Company, its consolidated subsidiary, Nissan Middle East FZE and its equity-method affiliate, Nissan Gulf FZCO, in the Dubai Court of First Instance in relation to a vehicle distribution agreement dispute. On September 29, 2021, the Dubai Court of First Instance ruled that the Company and Nissan Middle East FZE must pay AED 1,159,777,806.50 plus interest. The Company had recorded the amount of judgment plus interest totaling ¥38,758 million under “Selling, general and administrative expenses” considering the ruling in the second quarter of the fiscal year ended March 31, 2022.

On June 8, 2022, the Dubai Court of Appeal reversed the judgment of the Dubai Court of First Instance. The Company, Nissan Middle East FZE, and Al Dahana filed further appeals to the Dubai Court of Cassation, but on September 14, 2022, the Dubai Court of Cassation overturned the Dubai Court of Appeal’s June judgment and remitted the case back to the Dubai Court of Appeal for a new judgement upon further review. On November 29, 2022, the Dubai Court of Appeal reversed the judgment of the Dubai Court of First Instance. On January 25, 2023, Al Dahana filed an appeal to the Court of Cassation. On January 27, 2023, the Company and Nissan Middle East FZE also filed an appeal to the Court of Cassation.

On and effective April 30, 2024, the Dubai Court of Cassation, dismissed all the appeals before it, with the effect that previous Dubai Court of Appeal decision to reverse the Dubai Court of First instance decision stands. The Company reversed the previously recorded provision amount of ¥38,758 million and the related foreign exchange loss of ¥15,715 million within “Selling, general and administrative expenses” and “Exchange loss”, respectively.

(Segments of an enterprise and related information)

【Segment information】

1. General information about reportable segments

The reportable segments of the Group are components for which discrete financial information is available and whose operating results are regularly reviewed by management to make decisions about resource allocation and to assess their performance.

Businesses of the Group are segmented into Automobile and Sales financing based on the features of products and services. The Automobile business includes manufacturing and sales of vehicles and parts. The Sales financing business provides sales finance services and leasing to support the sales activities of the Automobile business.

2. Calculation method of net sales and profits or losses by reportable segment

In principle, the accounting method for the reportable segments is the same as basis of preparation for the consolidated financial statements.

The segment profits are based on operating income. Inter-segment sales are based on the price in arms-lengths transaction.

3. Net sales and profits or losses by reportable segment

Prior fiscal year (From April 1, 2022 To March 31, 2023)

(in millions of yen)

|                                  | Reportable segments |                 |            | Elimination of inter-segment transactions | The year ended March 31, 2023 |
|----------------------------------|---------------------|-----------------|------------|---|-------------------------------|
|                                  | Automobile          | Sales financing | Total      |   |                               |
| Net sales                        |                     |                 |            |   |                               |
| Sales to third parties           | 9,591,859           | 1,004,836       | 10,596,695 | —   | 10,596,695                    |
| Inter-segment sales or transfers | 94,983              | 18,989          | 113,972    | (113,972)                                 | —                             |
| Total                            | 9,686,842           | 1,023,825       | 10,710,667 | (113,972)                                 | 10,596,695                    |
| Segment profits                  | 42,952              | 311,908         | 354,860    | 22,249                                    | 377,109                       |

Current fiscal year (From April 1, 2023 To March 31, 2024)

(in millions of yen)

|                                  | Reportable segments |                 |            | Elimination of inter-segment transactions | The year ended March 31, 2024 |
|----------------------------------|---------------------|-----------------|------------|---|-------------------------------|
|                                  | Automobile          | Sales financing | Total      |   |                               |
| Net sales                        |                     |                 |            |   |                               |
| Sales to third parties           | 11,582,863          | 1,102,853       | 12,685,716 | —   | 12,685,716                    |
| Inter-segment sales or transfers | 199,653             | 58,925          | 258,578    | (258,578)                                 | —                             |
| Total                            | 11,782,516          | 1,161,778       | 12,944,294 | (258,578)                                 | 12,685,716                    |
| Segment profits                  | 221,574             | 308,718         | 530,292    | 38,426                                    | 568,718                       |

**[Consolidated financial statements by business segment]**

\*Regarding summarized consolidated statement of income and summarized consolidated statement of cash flows for the prior fiscal year, the Sales financing segment consists of Nissan Financial Services Co., Ltd. (Japan), Nissan Motor Acceptance Company LLC (U.S.A.), NR Finance Mexico, S.A. de C.V. (Mexico), Dongfeng Nissan Auto Finance Co., Ltd. (China), 13 other companies and the sales finance operations of Nissan Canada, Inc. (Canada).

\*Regarding summarized consolidated statement of income and summarized consolidated statement of cash flows for the current fiscal year, the Sales financing segment consists of Nissan Financial Services Co., Ltd. (Japan), Nissan Motor Acceptance Company LLC (U.S.A.), NR Finance Mexico, S.A. de C.V. (Mexico), Dongfeng Nissan Auto Finance Co., Ltd. (China), 13 other companies and the sales finance operations of Nissan Canada, Inc. (Canada).

\*The financial data on the Automobile & Eliminations represent the differences between the consolidated figures and those for the Sales financing segment.

**1) Summarized consolidated statement of income by business segment**

(in millions of yen)

|  | Automobile & Eliminations                           |   | Sales financing                                     |   | Consolidated total                                  |   |
|--|---|---|---|---|---|---|
|  | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) |
| <b>Net sales</b>                                   | 9,572,870   | 11,523,938  | 1,023,825   | 1,161,778   | 10,596,695  | 12,685,716  |
| Cost of sales                                      | 8,251,043   | 9,885,975   | 631,803   | 732,827   | 8,882,846   | 10,618,802  |
| <b>Gross profit</b>                                | 1,321,827   | 1,637,963   | 392,022   | 428,951   | 1,713,849   | 2,066,914   |
| Operating income as a percentage of net sales      | 0.7%  | 2.3%  | 30.5%   | 26.6%   | 3.6%  | 4.5%  |
| <b>Operating income</b>                            | 65,201  | 260,000   | 311,908   | 308,718   | 377,109   | 568,718   |
| Financial income / expenses, net                   | (23,771)  | (14,741)  | 85  | 411   | (23,686)  | (14,330)  |
| Other non-operating income and expenses, net       | 177,027   | 148,666   | (15,007)  | (893)   | 162,020   | 147,773   |
| <b>Ordinary income</b>                             | 218,457   | 393,925   | 296,986   | 308,236   | 515,443   | 702,161   |
| <b>Income before income taxes</b>                  | 95,676  | 340,988   | 306,760   | 258,237   | 402,436   | 599,225   |
| <b>Net income attributable to owners of parent</b> | 27,241  | 256,422   | 194,659   | 170,227   | 221,900   | 426,649   |

**2) Summarized consolidated statement of cash flows by business segment**

(in millions of yen)

|   | Automobile & Eliminations                           |   | Sales Financing                                     |   | Consolidated total                                  |   |
|---|---|---|---|---|---|---|
|   | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) |
| <b>Cash flows from operating activities</b>                   | 492,095   | 698,060   | 728,956   | 262,839   | 1,221,051   | 960,899   |
| <b>Cash flows from investing activities</b>                   | (305,347)   | (375,028)   | (141,694)   | (437,636)   | (447,041)   | (812,664)   |
| <b>(Free Cash flow)</b>                                       | 186,748   | 323,032   | 587,262   | (174,797)   | 774,010   | 148,235   |
| <b>Cash flows from financing activities</b>                   | (104,199)   | (298,193)   | (566,408)   | 166,642   | (670,607)   | (131,551)   |
| Effects of exchange rate changes on cash and cash equivalents | 110,788   | 89,320  | 1,647   | 5,815   | 112,435   | 95,135  |
| Increase (decrease) in cash and cash equivalents              | 193,337   | 114,159   | 22,501  | (2,340)   | 215,838   | 111,819   |
| Cash and cash equivalents at the beginning of the period      | 1,700,990   | 1,900,184   | 91,702  | 114,203   | 1,792,692   | 2,014,387   |
| Increase due to inclusion in consolidation                    | 5,857   | —   | —   | —   | 5,857   | —   |
| <b>Cash and cash equivalents at the end of the period</b>     | 1,900,184   | 2,014,343   | 114,203   | 111,863   | 2,014,387   | 2,126,206   |

**[Net sales and profits or losses by region]**

Prior fiscal year (From April 1, 2022 To March 31, 2023)

(in millions of yen)

|                            | Japan     | North America | Europe    | Asia      | Other overseas countries | Total      | Eliminations | Consolidated |
|----------------------------|-----------|---------------|-----------|-----------|--------------------------|------------|--------------|--------------|
| Net sales                  |           |               |           |           |                          |            |              |              |
| (1) Sales to third parties | 1,888,240 | 5,547,730     | 1,204,658 | 804,119   | 1,151,948                | 10,596,695 | —            | 10,596,695   |
| (2) Inter-segment sales    | 2,050,014 | 401,358       | 192,044   | 634,771   | 13,992                   | 3,292,179  | (3,292,179)  | —            |
| Total                      | 3,938,254 | 5,949,088     | 1,396,702 | 1,438,890 | 1,165,940                | 13,888,874 | (3,292,179)  | 10,596,695   |
| Operating income (loss)    | (150,269) | 356,024       | (4,601)   | 85,937    | 84,457                   | 371,548    | 5,561        | 377,109      |

Notes: 1. Regions represent the location of the Company and its group companies.

2. Areas are segmented based on their geographical proximity and their mutual operational relationship.

3. Major countries and areas which belong to segments other than Japan are as follows:

- (1) North America : The United States of America, Canada and Mexico
- (2) Europe : France, The United Kingdom, Spain, Russia and other European countries
- (3) Asia : China, Thailand, India and other Asian countries
- (4) Other overseas countries : Oceania, Middle East, South Africa and Central & South America excluding Mexico

Current fiscal year (From April 1, 2023 To March 31, 2024)

(in millions of yen)

|                            | Japan     | North America | Europe    | Asia      | Other overseas countries | Total      | Eliminations | Consolidated |
|----------------------------|-----------|---------------|-----------|-----------|--------------------------|------------|--------------|--------------|
| Net sales                  |           |               |           |           |                          |            |              |              |
| (1) Sales to third parties | 2,002,217 | 6,881,033     | 1,562,557 | 746,684   | 1,493,225                | 12,685,716 | —            | 12,685,716   |
| (2) Inter-segment sales    | 2,945,678 | 398,239       | 307,941   | 861,093   | 21,408                   | 4,534,359  | (4,534,359)  | —            |
| Total                      | 4,947,895 | 7,279,272     | 1,870,498 | 1,607,777 | 1,514,633                | 17,220,075 | (4,534,359)  | 12,685,716   |
| Operating income (loss)    | 108,112   | 334,488       | (17,326)  | 109,206   | 27,285                   | 561,765    | 6,953        | 568,718      |

Notes: 1. Regions represent the location of the Company and its group companies

2. Areas are segmented based on their geographical proximity and their mutual operational relationship.

3. Major countries and areas which belong to segments other than Japan are as follows:

- (1) North America : The United States of America, Canada and Mexico
- (2) Europe : France, The United Kingdom, Spain and other European countries
- (3) Asia : China, Thailand, India and other Asian countries
- (4) Other overseas countries : Oceania, Middle East, South Africa and Central & South America excluding Mexico

**【Related information】**

[Information about net sales by geographical area]

Prior fiscal year (From April 1, 2022 To March 31, 2023)

(in millions of yen)

| Japan     | North America |           | Europe    | Asia    | Other overseas countries | Total      |
|-----------|---------------|-----------|-----------|---------|--------------------------|------------|
|           |               | U.S.A.    |           |         |                          |            |
| 1,729,099 | 5,343,003     | 4,305,867 | 1,311,499 | 904,270 | 1,308,824                | 10,596,695 |

- Notes: 1. Regions represent customers' location.  
2. Areas are segmented based on their geographical proximity and their mutual operational relationship.  
3. Major countries and areas which belong to segments other than Japan are as follows:
- (1) North America : The United States of America, Canada and Mexico
  - (2) Europe : France, The United Kingdom, Spain, Russia and other European countries
  - (3) Asia : China, Thailand, India and other Asian countries
  - (4) Other overseas countries : Oceania, Middle East, South Africa and Central & South America excluding Mexico, etc.

Current fiscal year (From April 1, 2023 To March 31, 2024)

(in millions of yen)

| Japan     | North America |           | Europe    | Asia    | Other overseas countries | Total      |
|-----------|---------------|-----------|-----------|---------|--------------------------|------------|
|           |               | U.S.A.    |           |         |                          |            |
| 1,935,148 | 6,591,399     | 5,049,687 | 1,643,258 | 818,525 | 1,697,386                | 12,685,716 |

- Notes: 1. Regions represent customers' location.  
2. Areas are segmented based on their geographical proximity and their mutual operational relationship.  
3. Major countries and areas which belong to segments other than Japan are as follows:
- (1) North America : The United States of America, Canada and Mexico
  - (2) Europe : France, The United Kingdom, Spain and other European countries
  - (3) Asia : China, Thailand, India and other Asian countries
  - (4) Other overseas countries : Oceania, Middle East, South Africa and Central & South America excluding Mexico, etc.

(Amounts per share)

(Yen)

|                            | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) |
|----------------------------|---|---|
| Net assets per share       | 1,310.74  | 1,599.28  |
| Basic earnings per share   | 56.67   | 110.47  |
| Diluted earnings per share | 56.67   | 110.47  |

Notes: The basis for calculation of the basic earnings per share and the diluted earnings per share is as follows.

|   | FY2022<br>(From April 1, 2022<br>To March 31, 2023) | FY2023<br>(From April 1, 2023<br>To March 31, 2024) |
|---|---|---|
| Basic earnings per share:   |   |   |
| Net income attributable to owners of parent<br>(Millions of yen)                          | 221,900   | 426,649   |
| Net income attributable to owners of parent<br>relating to common stock (Millions of yen) | 221,900   | 426,649   |
| Average number of shares of common stock during<br>the fiscal year (Thousands of shares)  | 3,915,382   | 3,862,122   |
| Diluted earnings per share:   |   |   |
| Increase in shares of common stock (Thousands of<br>shares)                               | —   | —   |
| (Exercise of share subscription rights (Thousands<br>of shares))                          | —   | —   |

(Significant subsequent events)

(Acquisition and cancellation of treasury shares)

The Company announced that the Board of Directors on March 27, 2024 resolved and implemented the following matters relating to the acquisition of treasury shares and the method of acquisition pursuant to Article 156 of the Companies Act as applied pursuant to Article 165(3) of the Companies Act, and the cancellation of treasury shares pursuant to Article 178 of the Companies Act.

1. Reasons for acquisition and cancellation of treasury shares

The Company received a notice from Renault offering to sell 280,690,000 Nissan shares (the “Offered Shares”) which are held in a French trust, and decided to acquire 100,242,900 shares by making use of its right of first offer as agreed with Renault under the New Alliance Agreement. The Company decided to cancel all the acquired shares. Renault has the option to sell the rest of the Offered Shares deducting the number of Nissan shares sold by Renault in this treasury share acquisition, within an orderly process pursuant to the New Alliance Agreement.

The transaction was funded using the Company’s net cash position. This decision is in line with the Company’s commitment to enhancing shareholder returns and capital efficiency whilst maintaining the necessary financial resources to deliver the Company’s ambitious business plans.

2. Contents of matters relating to the acquisition of treasury shares

|  |  |
|--|--|
| (1) Class of shares to be acquired         | Common stock   |
| (2) Total number of shares to be acquired  | 100,242,900 shares   |
| (3) Total amount of share acquisition cost | ¥59,484 million  |
| (4) Date of contract                       | March 28, 2024   |
| (5) Date of acquisition                    | April 1, 2024  |
| (6) Method of acquisition                  | Purchase through off-auction own share repurchase trading system (ToSTNeT-3) of the Tokyo Stock Exchange |

3. Contents of matters relating to the cancellation of treasury shares

|  |                    |
|--|--------------------|
| (1) Class of shares to be cancelled        | Common stock       |
| (2) Total number of shares to be cancelled | 100,242,900 shares |
| (3) Scheduled date of cancellation         | April 3, 2024      |

(Lawsuit against a consolidated subsidiary of Mitsubishi Motors Corporation)

On October 30, 2023, a jury in the Philadelphia Court of Common Pleas has ordered Mitsubishi Motors North America, Inc. (hereinafter “MMNA”), a North American, wholly-owned subsidiary of Mitsubishi Motors Corporation, to pay USD 976 million in damages. Mitsubishi Motors Corporation is an equity method affiliate of the Company. MMNA received a judgment as of May 6, 2024, ordering MMNA to pay the amount of USD 1,010 million (damages in the amount of USD 976 million and delay damages in the amount of USD 33 million). MMNA plans to appeal to the higher court.

This case may have a material impact on the Group’s profits/losses from equity method companies.

#### 4. Other Information

The former Representative Directors of the Company were indicted on suspicion of violating the Financial Instruments and Exchange Act (FIEA) (charged with submitting false Securities Reports) and a former Representative Director and Chairman was additionally indicted on suspicion of violating the Companies Act (charged with aggravated breach of trust). In conjunction with these indictments, the Company itself was indicted on suspicion of violating the FIEA. The Company took this situation very seriously and formed a Special Committee for Improving Governance (SCIG) consisting of several independent third parties and independent Outside Directors of the Company. On March 27, 2019, Nissan's board of directors received a report from the SCIG that summarizes the committee's proposals for governance improvements and recommends a framework for the best governance as a foundation for Nissan business operations in the future. The Company has made the transition to a three statutory committee format.

On September 9, 2019, the board of directors of the Company received a report from the Audit Committee on the internal investigation into misconduct led by the Company's former chairman and others. As stated in the timely disclosure released on September 9, 2019 "Nissan board receives report on misconduct led by former chairman and others", the report confirmed specific instances of misconduct. Among these instances, Ghosn's personal use of the company's assets and improper payments of financial "incentives" to Nissan distributors instructed by Ghosn are as follows. Since September 9, 2019, there have been no changes made to the following contents at the time of submission of this report. In the future, if significant progress occurs in the following contents, we will disclose in accordance with relevant laws and regulations.

##### A) Ghosn's personal use of the company's assets

The report confirms that Ghosn used the company's assets for personal benefit, including:

- purchase of residences for exclusive personal use in Beirut and Rio de Janeiro using roughly 27 million U.S. dollars in investment funds from Zi-A Capital, a Nissan subsidiary established under the guise of investing in promising technology start-ups, and further misuse of other company funds to purchase or rent additional residences for personal use;
- payment of sums totaling more than 750,000 U.S. dollars to Ghosn's sister on the basis of a fictitious consulting contract, starting in 2003 and extending for over 10 years with no evidence of any services having been rendered;
- personal use of the corporate jets by Ghosn and members of his family;
- improper use of expenses toward family vacations and gifts of a personal nature;
- instruction of donations totaling more than 2 million U.S. dollars of company funds to universities in Ghosn's ancestral home country of Lebanon with no legitimate business purpose;
- transfer to Nissan in 2008 of foreign exchange swap contracts bearing unrealized losses of roughly 1.85 billion yen, based on a deceptive explanation to the company's board regarding the nature of the transaction (in 2009, the swap contracts were secretly transferred back to a company related to Ghosn after being flagged as improper by Japan's financial authorities);
- improper payments totaling roughly 7.8 million Euros to Ghosn from Nissan-Mitsubishi B.V. ("NMBV"), which is a joint venture established by Nissan and Mitsubishi Motors Corporation, paid from April 2018 onward under the pretext of a salary and an employment contract with NMBV, despite the fact that no contract had been approved by the NMBV's board of directors.

##### B) Improper payments of financial "incentives" to Nissan distributors instructed by Ghosn

Ghosn instructed a Nissan subsidiary to make payments totaling 14.7 million U.S. dollars to a distributor managed by an acquaintance outside Japan who had previously offered him personal financial support (a fact Ghosn withheld from Nissan's board of directors and the relevant departments within the company). Payments were made under the pretext of covering expenses for special business projects and were approved through Nissan's CEO Reserve, an emergency budget over which only Ghosn and a selected few direct subordinates had approval authority.

Ghosn also instructed a Nissan subsidiary to make payments totaling 32 million U.S. dollars to a distributor outside Japan, an employee of which transferred tens of millions of dollars to Ghosn and a company related to Ghosn (a fact Ghosn withheld from Nissan's board of directors and the relevant departments within the company). Payments were made under the pretext of granting financial incentives to the distributor in question and were approved through the CEO Reserve.

The Company has received a written notice of commencement of trial procedures dated December 13, 2019, from the Commissioner of the FSA. In response to this written notice, on December 23, 2019, the Company has submitted a written answer not disputing the alleged facts and the amount of the administrative monetary penalty. After that, the Company has received the administrative monetary penalty payment order, dated February 27, 2020, of 2,424,895,000 yen from the Commissioner of the FSA.

On March 3, 2022, the Company received from the Tokyo District Court a guilty judgment regarding the violation of the FIEA (submission of annual securities reports containing false statements) and was ordered a penalty of 200,000,000 yen. The Company treats the judgment with utmost seriousness, and after careful consideration of the principal penalty and the findings in the judgment, the Company has decided not to appeal. Since the Company and the prosecutors did not appeal against the guilty judgment on the Company within the period determined by the Criminal Procedure Act, the judgment has been finalized.

On April 26, 2022, pursuant to the provisions of Article 185-8-6 of the FIEA, the FSA modified the penalty by deducting 200,000,000 yen, which is equal to the criminal penalty in the judgment, thereby making the total amount of the administrative penalty 2,224,895,000 yen. This administrative monetary penalty has been paid in full.

Also, in an unfair dismissal lawsuit filed in the Amsterdam District Court by Ghosn against NMBV and a subsidiary of Nissan, NMBV brought a counterclaim against Ghosn for repayment of the sums Ghosn appropriated unlawfully from NMBV. While the Amsterdam District Court dismissed Ghosn's claims and ordered Ghosn to return roughly 5 million Euros in its decision rendered on May 20, 2021, Ghosn submitted the statement of appeal to the Amsterdam Court of Appeal on August 20, 2021. As a result of a cross-appeal and defense subsequently submitted by NMBV, the Amsterdam Court of Appeal rendered a decision on August 23, 2022, dismissing the vast majority of Ghosn's claims and ordering Ghosn to return roughly 4.2 million Euros. The decision has become final as a result of the expiration of the deadline for an appeal.

One of the residences purchased for personal use as a result of misuse of company funds by Ghosn has been sold.

The Company has filed a provisional disposition order in the British Virgin Islands against Ghosn and related parties for a luxury yacht and has filed a lawsuit seeking damages, etc. based on the order. Also in Japan, the Company has filed lawsuits against Carlos Ghosn on February 12, 2020, and Greg Kelly, the former Representative Director of the Company, on January 19, 2022, seeking recovery of damages. Going forward, the Company will continue to take necessary measures based on the findings of the Company's internal investigation, including legal measures to recover damages, in order to account for the responsibility of the former chairman and others.

In December 2019, new management has been established, whose members have been selected by the Nomination Committee. As demonstrated by the establishment of new management, strengthening of the supervisory function of internal audit, and so on, the Company is working on various countermeasures to prevent recurrence.

The Company continues its efforts to improve its governance, including ongoing implementation of the improvement measures stated in the Improvement Measures Status Report submitted to Tokyo Stock Exchange on January 16, 2020, as well as reviewing necessary improvements from time to time going forward. The Company also continues to reform its corporate culture, renew corporate ethics, disclose corporate information appropriately and enhance compliance-focused management.